

Community Health-Academic Medical Center Partnerships (CHAMPS)

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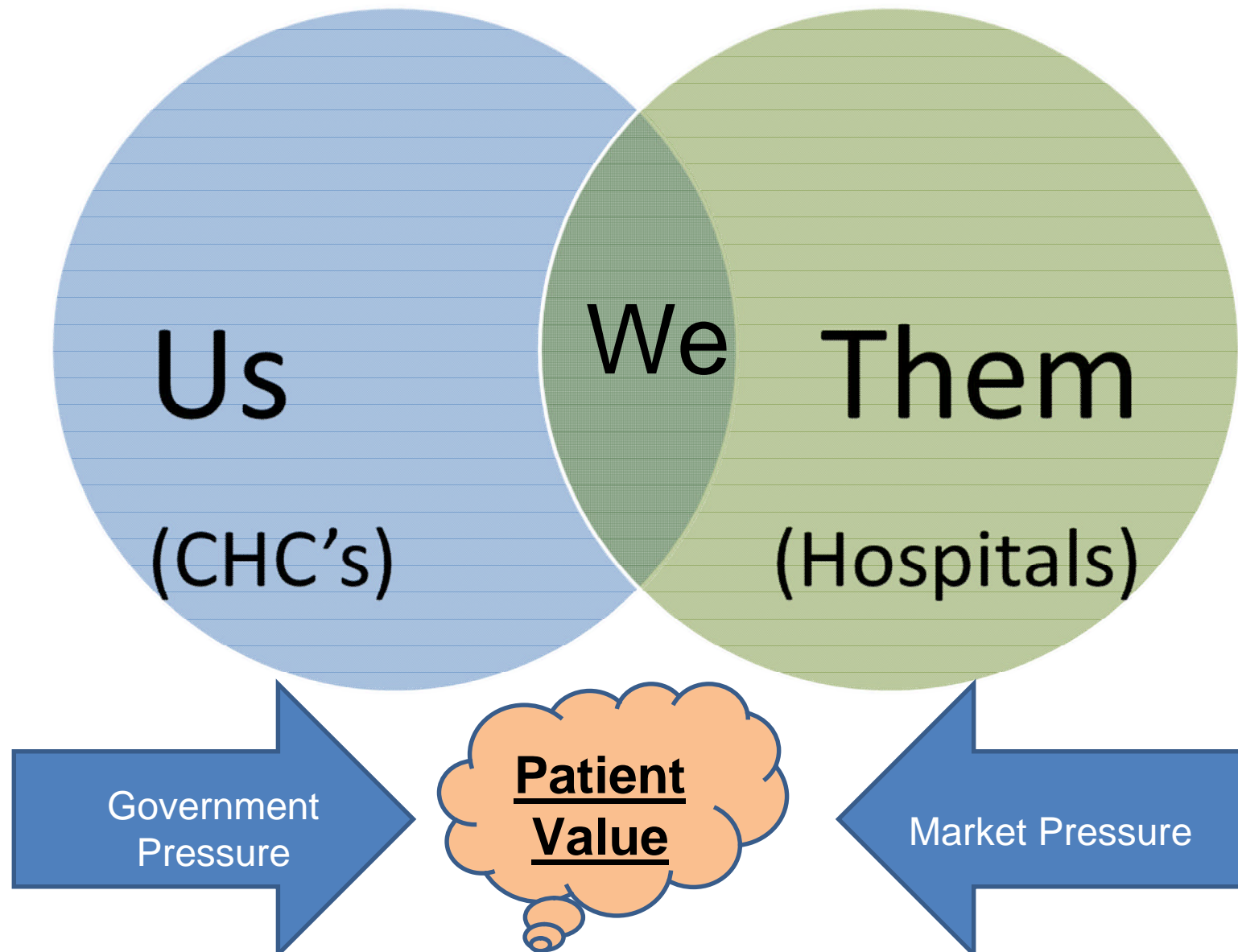
What could we accomplish if
we knew we could not fail

Eleanor Roosevelt

Community Health Center Statistics

Number of Organizations	15 +1 Look-Alike
Number of Patients Served	266,172
Number of Encounters	1,193,197
Primary Care	858,639/71.96%
Dental	75,608/6.34%
Mental Health	77,783/6.52%
Substance Abuse	52,201/4.37%
Number of Sites in MD	110
MDs	157.48
NPs	52.87
PA	18.31
Number employed	2,094.84
Total Revenue	\$230,689,070

Community Health Center-Academic Health/Hospitals Partnerships (CHAMPS)



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Community Health –Academic Medical Center/ Hospital Partnerships (CHAMPS) are strategic business relationships that exist to add value to the patients served by both facilities. The benefit to each party:

Academic Medical Centers/Hospitals

- Access point for non-emergent ER patients
- Training site for residents

Community Health Center

- * Access point for Specialty Care
- * Referral site for inpatient care

Baltimore Medical System

Case Study

Baltimore Medical Systems is 27 year old organization that operates 6 CHC and 8 school based clinic sites in Baltimore City and County, serving over 45,000 patients

Partnership with John Hopkins Bayview

- How Long: 23 years
- Highlandtown Healthy Living Center Patients: 16,192
- Primary Care Visits: 63,909 visits
- 545 deliveries/475 gynecological procedures at hospital
- **Highlandtown in East Baltimore coordinates specialty care with Bayview**
- Full EMR Integration with Johns Hopkins Lab, co-located on site

Partnership with St. Agnes Hospital

- How Long: 8 years
- BMS at St. Agnes Center Patients: 9,761
- Primary Care Visits: 32,822
- 509 deliveries/ 872 gynecological procedures at hospital
- **Co-location on St. Agnes campus**
- Embedded Specialty Care
- Embedded Lab drawing station
- IM Residency Training Program managed by the hospital; BMS providing supervising faculty

Family Health Centers of Baltimore

Case Study

Family Health Centers of Baltimore is 33 year old organization that operates 4 sites in the downtown – South Baltimore catchment area and serves over 17,401 patients/yr.

Partnership with Mercy Medical Center

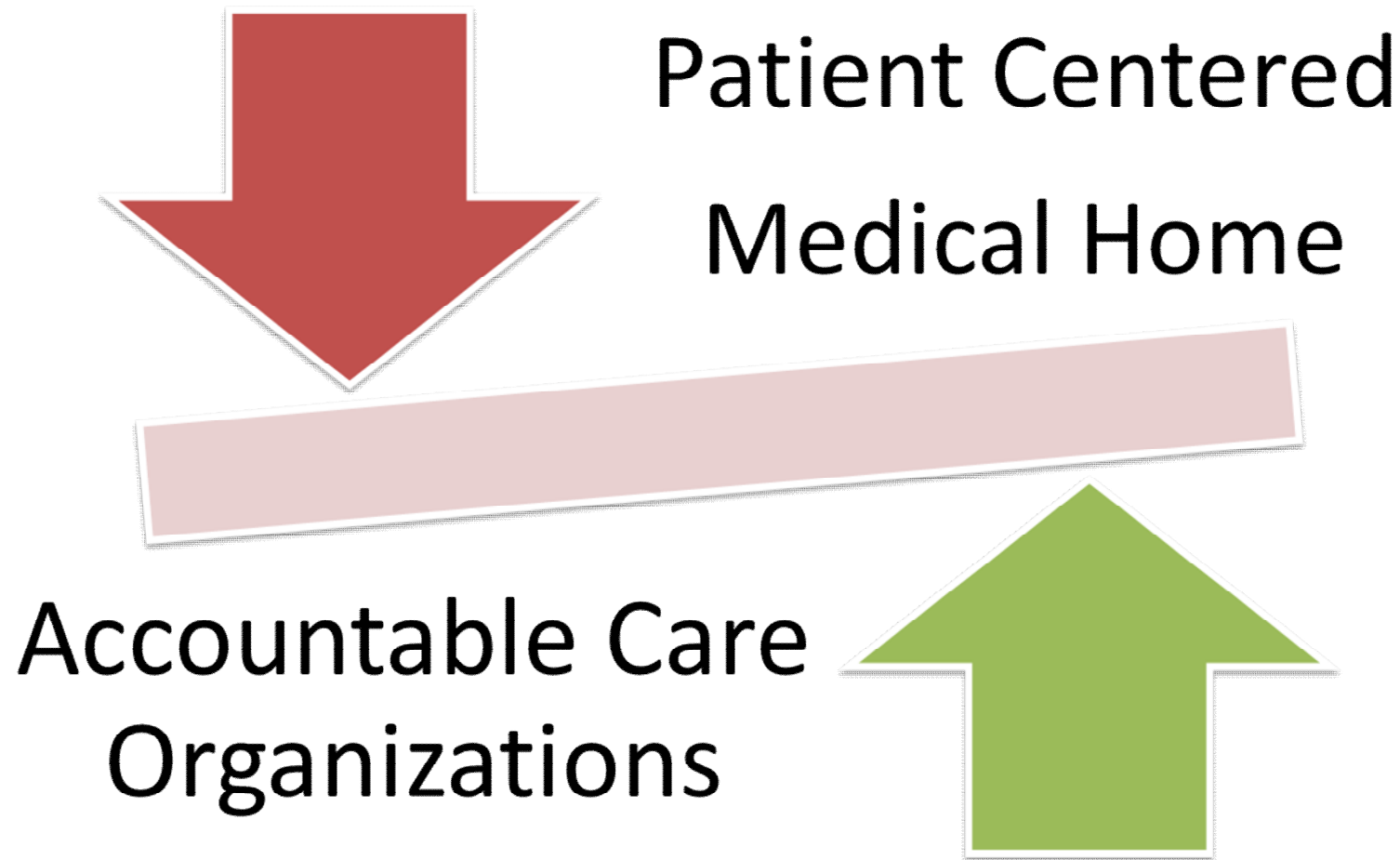
- How Long: 10 years
- Patients Served: 10,000
- Primary Care Visits: 40,000
- **Purchase of Service Agreement to provide clinical services to patients at the downtown site location.**
- Preceptor site for Residency Training program in Pediatric and Internal Medicine.
- Value to the patient is access to specialty care, medication for charity care patients and Continuity of Care for Obstetric patients so that they are able to receive better coordinated pre-natal, delivery and post delivery care.

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Key Factors for Success

- Organizational Synergy and Trust
- Financial Support of Partnership (Community Benefit Grant)
- Joint Strategic Planning Activities
- Board Representation

Business Imperative



Model for Consideration

Partners Health, Bank of American and the Massachusetts League for Primary Care partnered to create a \$5 million fund to improve access to quality health care.

Scope of Fund:

The fund will:

- Attract more than 50 new doctors to primary care practice in Massachusetts;
 - Create openings for 65,000 additional patients, or roughly one million new patient visits over the next five years, and;
 - Create new programs to train primary care physicians.
- **How:** The grant will provide loan repayment for doctors who commit to practice at one of 24 community health centers in eastern Massachusetts.



It takes as much as time to
wish as it does to plan

Eleanor Roosevelt